

## F35 – Looking ahead

Ready, set and grow!

September 2021

## Flexi Cap ... in just one minute

## > QGLP based Stock Picking

India growth story on; Documented investment philosophy; Alpha across products

> Consistent track record of performance

Healthy returns & alpha generated

> Strike Rate and Multibaggers

High strike rate in positive returns and outperformance; multibagger stock picking

> Portfolio strategy in place

High conviction portfolio and interesting themes

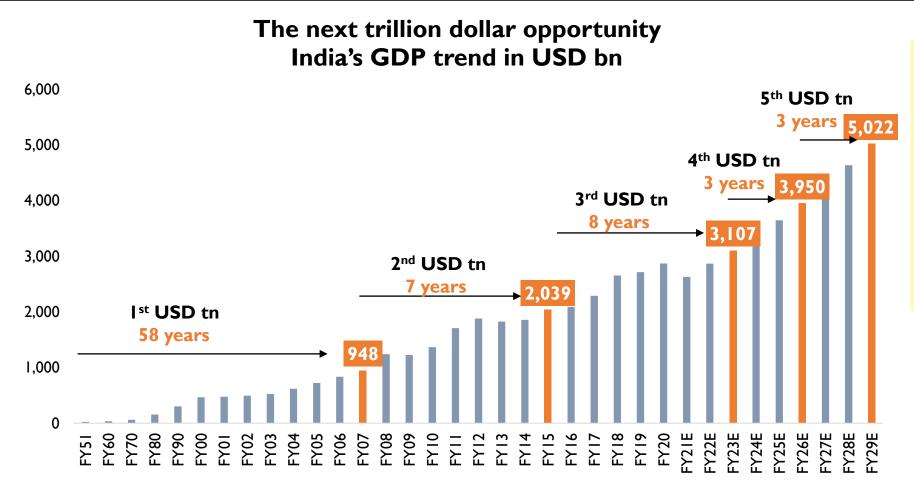
> Cheaper valuations compared to the benchmark

Expected portfolio earnings growth\* of 31% in FY21-FY23 with fair valuations

\*Based on Bloomberg forward estimates



## India growth story is on ...



- 60 years for first trillion dollar of GDP
- Every NTD (next trillion dollar) in successively few years

Source: MOAMC Internal Research

Disclaimer: The above graph/data is used to explain the concept and is for illustration purpose only. The data mentioned herein are for general and comparison purpose only and not a complete disclosure of every material fact. and should not used for development or implementation of an investment strategy. Past performance may or may not be sustained in future.





#### **QGLP** in a nutshell

#### Fund house with a documented investment philosophy

## Quality of business x Quality of management

- Stable business, preferably consumer facing
- Huge business opportunity
- Sustainable competitive advantage
- Competent management team
- Healthy financials & ratios

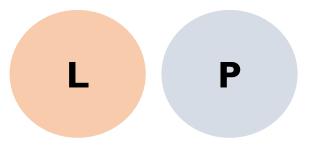
# QG

#### **Growth in earnings**

- Volume growth
- Price growth
- Mix change
- Operating leverage
- Financial leverage

#### Longevity - of both Q & G

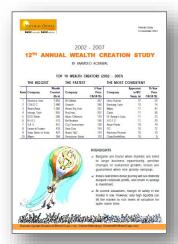
- Long-term relevance of business
- Extending competitive advantage period
- Sustenance of growth momentum



#### **Price**

- Reasonable valuation, relative to quality & growth prospects
- High margin of safety

## 24 years of Wealth Creation Studies















#### **Powerful Investment Frameworks**

- Porter's 5 Forces
- Value Migration
- Great, Good, Gruesome
- Emergence & Endurance
- Next Trillion Dollar Opportunity
- Winner Categories, Category Winners
- Management 90% rule of investing
- Long-term power of compounding
- Payback ratio Market Cap ÷ Next 5 years
   PAT
- PEG Trailing P/E to Forward earnings CAGR



## A successful track record



**Robust Returns** 

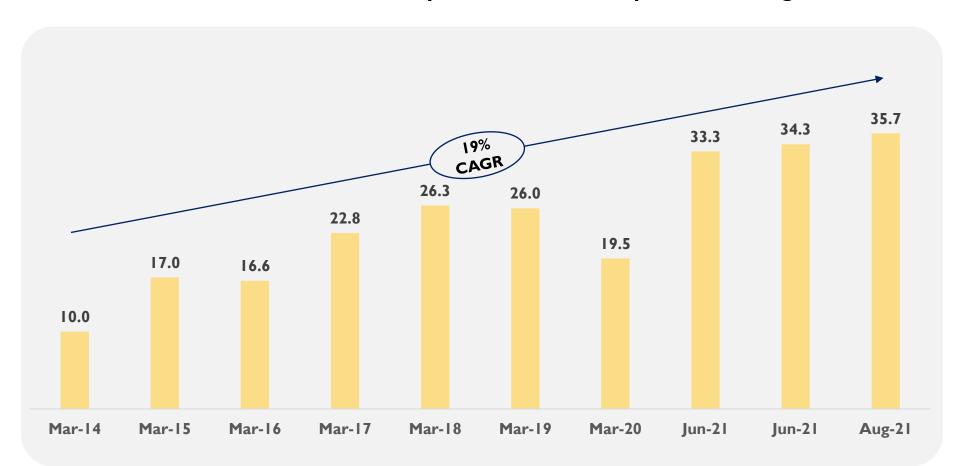


**A**lpha



#### Consistent wealth creation for the investors

#### Steady rise in NAV from April 2014 to August 2021



F35	3.6x
Benchmark	3.0x
Post Fees Excess	0.6x

SI Returns (CAGR)				
F35	19%			
Benchmark	16%			
Alpha	3%			

## Robust returns and outperformance

#### 3 year rolling returns of portfolio and benchmark



Source: MOAMC Internal Research, Data as on July 31,, 2021

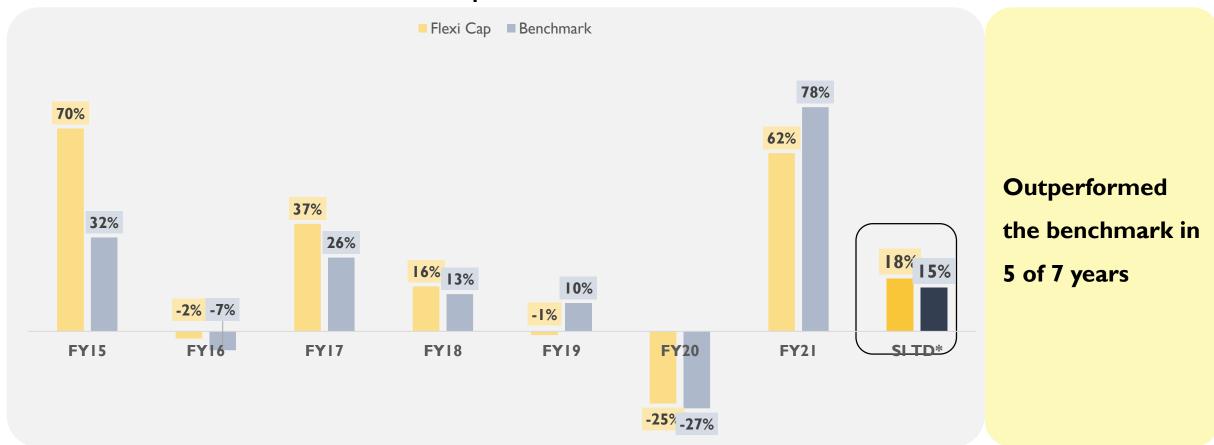
Disclaimer: Past performance may or may not be sustained in future. The above graph is used to explain the concept and is for illustration purpose only and should not used for development or implementation of an investment strategy.





## Outperformed the benchmark in 5 of 7 years

#### Annual returns of portfolio and benchmark



\*SITD returns are from inception to 31-Jul-2021

Source: MOAMC Internal Research, Data as on 31 July 2021
Disclaimer: Past performance may or may not be sustained in future. The above graph is used to explain the concept and is for illustration purpose only and should not used for development or implementation of an investment strategy.





## **Portfolio Strategy**



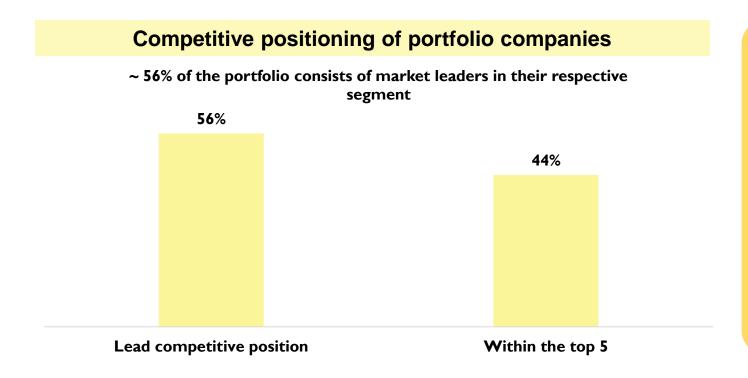
**High conviction portfolio** 



**Themes and Ideas** 



#### Survivors in a tough cycle = Winners of tomorrow



- Focused on investing in industry leaders, positioned to benefit from market consolidation
- Identifying companies with competitive advantages that can enable sustained profitability

Source: MOAMC internal research. Data as on August 31, 2021

#### A portfolio well positioned to identify market leaders across market capitalization and sector.

Disclaimer: The above is used to explain the concept and is for illustration purpose only and should not used for development or implementation of an investment strategy. Past performance may or may not be sustained in future.





## The leader 'full' portfolio – concentrated among market leaders

#### Identifying market leaders across sectors and market capitalization

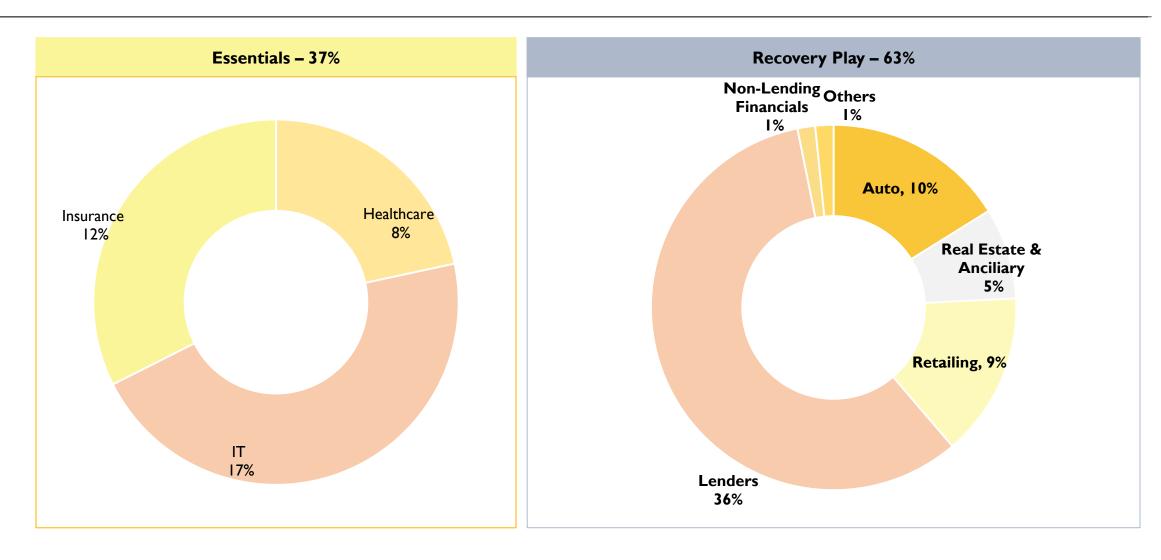
SBI	AU Small Finance	Bajaj Finance	HDFC	Ultra Tech	Vaibhav Global	TCS
Coromandel	Eicher Motors	HDFC AMC	Zomato Limited	HDFC Life Insurance.	Muthoot Finance	Maruti Suzuki
			ICICI Lombard.			

stocks enjoy competitive leadership their respective fields

Alkem Labs	Kotak Mahindra Bank Limited	Infosys Ltd
Max Financial Services	SBI Cards & Payment	HCL Technologies Ltd.
ICICI Bank	SBI Life Insurance	Gland Pharma
Bajaj Auto	HDFC Bank	L&T

12 out of 27 stocks feature in the top 5 competitive position in their respective fields

## Focused on Economic Recovery, balanced by Essentials



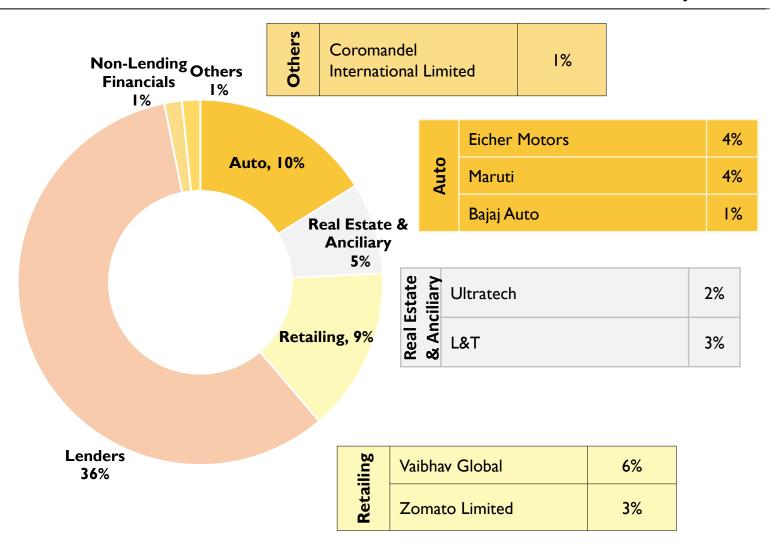
Data as on 31st August, 2021

Source: MOAMC internal research. The Stocks/Sectors mentioned above are used to explain the concept and is for illustration purpose only and should not be used for development or implementation of any 13 investment strategy. It should not be construed as investment advice to any party. The stocks may or may not be part of our portfolio/strategy/ schemes. Past performance may or may not be sustained in future

## 63% of the portfolio is allocated towards beneficiaries of economic recovery

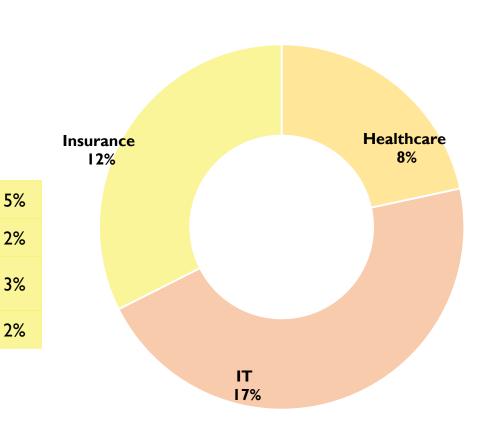


	HDFC Bank Limited	7%
	HDFC Ltd.	6%
	AU Small Finance Bank	5%
ers	ICICI Bank Ltd.	5%
Lenders	Muthoot Finance Ltd.	3%
	Kotak Mahindra Bank Limited	2%
	Bajaj Finance Limited	3%
	SBI Cards & Payment	3%



Data as on 31st August 2021

## While 37% of the portfolio remains invested in essentials



Infosys Ltd 7%
TCS Ltd 6%
HCL Tech Ltd. 4%

5%

3%

Healthcare

Gland Pharma

Alkem Labs

Data as on 31st August 2021

Insurance

**HDFC** Life

Insurance

SBI Life

Max Financial Services

ICICI Lombard General

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#### **Portfolio Themes**

#### **Value Migration**

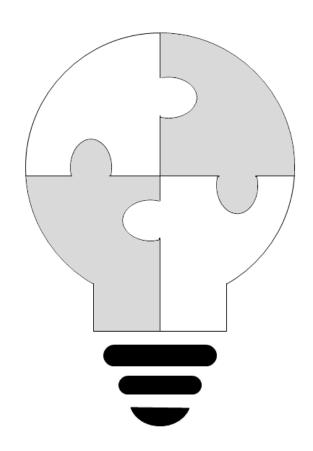
Private sector to gain market share from public sector

Kotak Bank, HDFC Bank, ICICI Lombard

#### **Demographic / Lifestyle**

Growth from urbanization and changing consumer trends

Eicher Motors, Bajaj Auto



#### Financialization of Savings

Greater allocation to financial assets over real assets

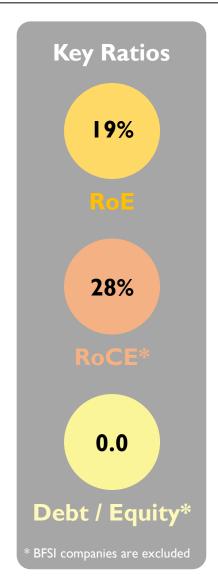
HDFC Life, HDFC AMC, Max Life

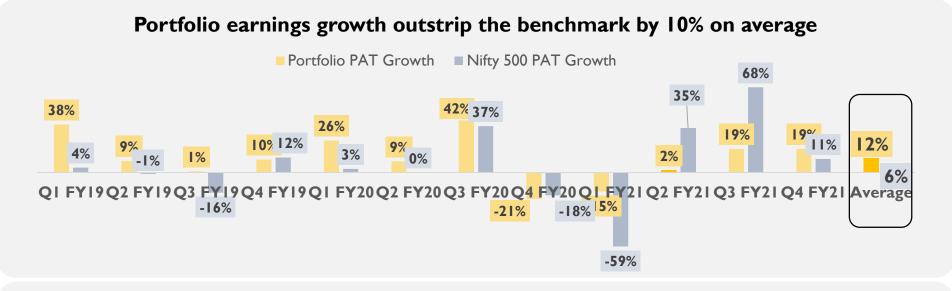
#### Reforms - GST, RERA, IBC

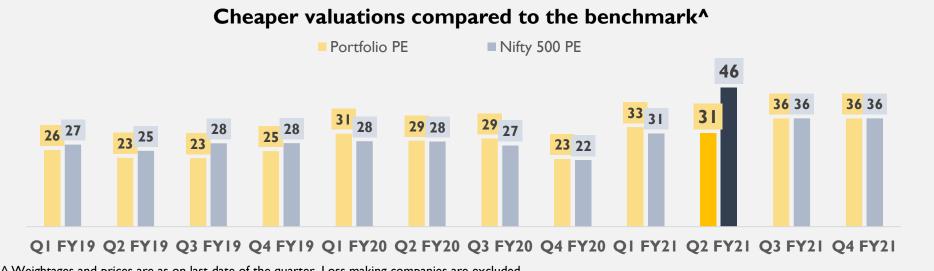
Business migration from Unorganized to Organized

**Bajaj Finance, HDFC AMC** 

## The proof of the pudding is in the eating





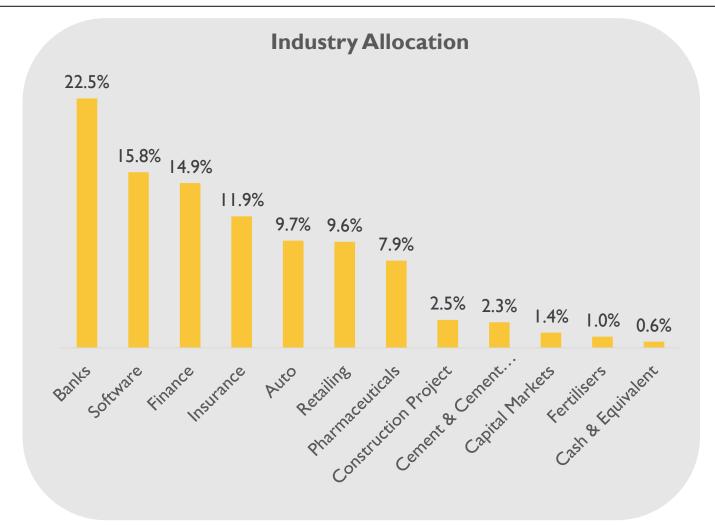


## Continue legacy of consistent compounding

Ready for the returns of Quality Investing



## What are the fund holdings?



#### **Portfolio Ratios**

Beta	1.0
Portfolio Turnover Ratio	0.4
Standard Deviation	22.3
Sharpe Ratio#*	0.3

Data as on August 31, 2021

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Industry classification as recommended by AMFI

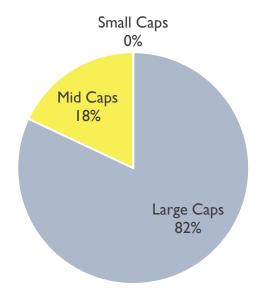


## What are the fund holdings?

#### **Top 10 Gross Equity Holdings**

Script	Weightage (%)
HDFC Bank Limited	7.2%
Vaibhav Global Limited	6.6%
Infosys Limited	6.6%
Housing Development Finance Corporation Limited	6.4%
Tata Consultancy Services Limited	5.6%
Gland Pharma Limited	5.0%
ICICI Bank Limited	5.0%
HDFC Life Insurance Company Limited	4.6%
AU Small Finance Bank Limited	4.6%
Maruti Suzuki India Limited	4.3%
Total	55.8%

#### Market Capitalization



Data as on August 31, 2021

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### How has the fund performed?

Point to Point Returns (%)	l Year		3 years		5 years		Since Inception	
Forme to Forme Returns (%)	CAGR (%)	Rs. 10000	CAGR (%)	Rs. 10000	CAGR (%)	Rs. 10000	CAGR (%)	Rs. 10000
Motilal Oswal Flexi cap Fund (F35)	42.1	14,206	9.6	13,159	12.3	17,905	18.9	35,680
Nifty 500 TRI (Benchmark)	56.9	15,694	14.6	15,054	15.5	20,593	16.0	29,816
Nifty 50 TRI (Additional Index)	52.2	15,224	14.9	15,192	15.7	20,738	14.9	27,824

		l Year			3 years			5 Years			Since Inception	on	
SIP Performance (%)	F35	Benchmark	Additional Benchmark	F35	Benchmark	Additional Benchmark	F35	Benchmark	Additional Benchmark	F35	Benchmark	Additional Benchmar k	
Investment Amount		120,000		360,000		360,000		600,000			880,000		
Market Value	144,252	152,954	150,620	490,773	548,873	535,668	849,250	983,859	983,594	1,495,111	1,646,984	1,630,020	
Returns (CAGR)%	39.50	54.57	50.48	21.20	29.41	27.59	13.87	19.87	19.86	14.16	16.73	16.45	

Data as on August 31, 2021

Date of inception: 28-Apr-2014.Incase, the start/end date of the concerned period is non business date (NBD), the NAV of the previous date is considered for computation of returns. The NAV per unit shown in the table is as on the start date of the said period. Past performance may or may not be sustained in the future.

Mr. Siddharth Bothra for equity component with effect from 19-May-2020. Mr. Abhiroop Mukherjee is the Fund Manager for debt component since inception. Mr. Herin Visaria is the Fund Manager for foreign securities component with effect from 26-July-2019

Kindly refer to the factsheet for performance of other schemes managed by the fund managers: https://www.motilaloswalmf.com/downloads/mutual-fund/Factsheet



#### Fund Managers



#### For Equity Component: Mr. Siddharth Bothra

- Rich Experience: Mr Siddharth Bothra has an experience of more than 13 years in the field of research and investments
- Experience across sectors: Prior to joining Motilal Oswal AMC he had an extensive stint with Motilal Oswal Securities Ltd. as a senior analyst in the institutional equities division covering various sectors
- Awards won: During his stint with Motilal Oswal Securities Ltd. Mr. Bothra won various recognitions such as the ZEE Business TV India's Best Analyst Awards 2009 Infrastructure, ET Reuters Starmine Awards No.1 Earnings Estimator 2009 Real Estate & No. 2 Stock Picker 2010 Real Estate
- Excellent academic background: Honors degree of MBA (Post Graduate Program) from ISB (Indian School of Business, Hyderabad), MBA International Student Exchange NYU Stern School of Business (New York) and B.Com (Honors)
- Funds managed: Motilal Oswal Focused 25 Fund, Motilal Oswal Equity Hybrid Fund, Motilal Oswal Multi Asset Fund, Motilal Oswal Flexi Cap Fund and Motilal Oswal Dynamic Fund

#### Fund Managers



#### For Debt Component: Mr. Abhiroop Mukherjee

- **Rich Experience**: Over 11 years of experience in the Debt and Money Market Instruments Securities trading and fund management
- Prestigious past experience: His past experience includes stint at PNG Gilts as AVP-WDM dealer
- Excellent academic background: B.Com (Honours) and PGDM (Finance)
- Funds managed:
  - Fund Manager Motilal Oswal Ultra Short Term Fund and Motilal Oswal Liquid Fund
  - Fund Manager for Debt Component Motilal Oswal Focused 25 Fund, Motilal Oswal Midcap 30 Fund, Motilal Oswal Multicap 35 Fund, Motilal Oswal Long Term Equity Fund, Motilal Oswal Dynamic Fund, Motilal Oswal Nasdaq Fund of Fund, Motilal Oswal S&P 500 Fund, Motilal Oswal Large and Midcap Fund, Motilal Oswal Multi Asset Fund, Motilal Oswal Equity Hybrid Fund, Motilal Oswal 5 Year G-sec Fund, Motilal Oswal Asset Allocation Passive Fund of Fund Conservative and Motilal Oswal Asset Allocation Passive Fund of Fund Aggressive

## Fund Facts

Type of the Scheme F	Flexi cap Fund - An open ended	equity scher	ne investing	g across large cap,
Category of the Scheme F	- Пехі сар			
Investment Chiective	The investment objective of the 85 equity & equity related instru			•
Benchmark 1	Nifty 500 TRI			
Entry / Exit Load L	Entry: Nil Exit: 1% If redeem the date of allotment. A switch-o load applies for switch between Options within the Scheme. Furt Direct plan within the same sche	out or a with MOF25, MC ther, it is clar	drawal sha DF30, MOM	ll also be subjecte 1AF, MOFEH & MO
	Instrument	Indicative Ass (% of Tota	et Allocation al Assets)	Risk Profile
	Instrument	Indicative Ass (% of Tota	et Allocation al Assets) Maximum	Risk Profile High/ Medium/ Low
	Instrument Equity and equity related instruments	(% 01 104	ii Assets)	
Asset Allocation		Minimum	Maximum	High/ Medium/ Low



## **Fund Facts**

Plans	Regular Plan and D	Regular Plan and Direct Plan							
Options (Under each plan):	Dividend (Payout and Reinvestment) and Growth								
Minimum Application Amount:	Rs. 500/- and in m	s. 500/- and in multiples of Re. I/- thereafter							
Additional Application Amount:	Rs. 500/- and in m	s. 500/- and in multiples of Re. I/- thereafter							
	Weekly SIP	eekly SIP							
	Fortnightly SIP	Rs. 500 and in multiples of Re. I/- thereafter (Minimum installment – 12)							
Systematic Investment Plan	Monthly SIP								
(SIP)	Quarterly SIP	Rs. 1,500 and in mult	iples of Re.I/- thereafter (Minimum Insta	allment – 4)					
	Annual SIP	Rs. 6,000 and in mult	iples of Re. I/- thereaer (Minimum Instal	llment – I)					
	The Dates of Auto	Debit Facility shall be	e on the lst , 7 th , l4 th ,2lst or 28 th o	of every month.					
Minimum Redemption Amoun	Rs. 500/- and in m	ultiples of Re. I/- ther	eafter or account balance, whichever is I	ower					
	For Equity Component:		For Foreign Securities:	Fund Manager - Debt Component					
Fund Manager	Mr. Akash Singhani	a	Mr. Herin Vesaria	Mr. Abhiroop Mukherjee					
	Experience: 14 year	ırs	Experience: I I years	Experience: I I years					



#### Disclaimer

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Statutory Details: Constitution: Motilal Oswal Mutual Fund has been set up as a trust under the Indian Trust Act, 1882. Trustee: Motilal Oswal Trustee Company Limited. Investment Manager: Motilal Oswal Asset Management Company Ltd. (CIN: U67120MH2008PLC188186) Sponsor: Motilal Oswal Financial Services Ltd

Mutual fund investments are subject to market risks, read all scheme related documents carefully.

For any Mutual Fund queries, please call us on +91 81086 22222 /+91 22 40548002 (Press I) or write to mfservice@molaloswal.com



## **Product Labelling**

Name of the scheme	This product is suitable for investors who are seeking*	Riskometer
Motilal Oswal Flexi Cap (MOF35) Fund - An open ended dynamic equity scheme investing across large cap, mid cap, small cap stocks	Long-term capital growth     Investment in a maximum of 35 equity and equity related instruments across sectors and market capitalization levels	Low High Investors understand that their principal will be at Very High risk

<sup>\*</sup>Investors should consult their financial advisers if in doubt about whether the product is suitable for them.

## **Motilal Oswal Mutual Funds**

#### Performance of other schemes managed by Abhiroop Mukherjee

Name of Fund Manager: Abhiroop Mukherjee									
Period	Inception Date	l year		3 year		5 year		Since Inception	
		Scheme Return (%)	Benchmark Return (%)						
Motilal Oswal Nasdaq 100 FOF	29-11-2018	28.6	31.0	-	-	-	-	37.4	37.4
Motilal Oswal S&P 500 Index Fund	28-04-2020	27.6	52.2	-	-	-	-	34.1	58.6
Motilal Oswal Large & Midcap Fund	17-10-2019	70.5	61.3	-	-	-	-	31.0	31.8
Motilal Oswal Liquid Fund	20-12-2018	2.9	3.6	-	-	-	-	4.1	5.2
Motilal Oswal Ultra Short Term Fund	06-09-2013	2.8	3.6	-0.2	6.6	2.2	6.8	4.0	7.0
Motilal Oswal 5 Year G-Sec ETF	10-12-2020	-	-	-	-	-	-	3.0	3.2

#### Note:

- a. Abhiroop Mukherjee manages 15 schemes of Motilal Oswal Mutual Fund.
- b. In case the number of schemes managed by a fund manager is more than six, performance data of top 3 and bottom 3 schemes managed by fund manager has been provided herein.
- c. Period for which scheme's performance has been provided is computed basis last day of the month-end preceding the date of advertisement.
- d. Different plans shall have a different expense structure. The performance details provided herein are of Regular plan.

Source/Disclaimer: MOAMC, Data as of 31-Aug-21. Past performance may or may not be sustained in the future. Performance is for Regular Plan Growth Option. Different plans have different expense structure.



## **BUY RIGHT SITTIGHT**

#### Motilal Oswal Nasdaq 100 FOF

This product is suitable for investors who are seeking

- Long term capital appreciation
- •Return that corresponds generally to the performance of the scheme, Motilal Oswal Nasdaq 100 ETF (MOFN100) through investment in units of MOFN100



#### Motilal Oswal S&P 500 Index Fund

This product is suitable for investors who are seeking\*

Return that corresponds to the performance of S&P 500 Index subject to tracking error

Investment in equity securities of S&P 500 Index



Investors understand that their principal will be at Very High risk

\*Investors should consult their financial advisers if in doubt about whether the product is suitable for them.



## **BUY RIGHT SITTIGHT**

#### Motilal Oswal Large & Midcap Fund

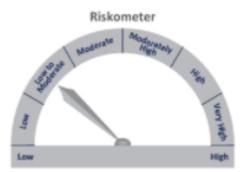
Name of the scheme	This product is suitable for investors who are seeking*	Riskometer
Motilal Oswal Large and Midcap Fund (MOFLM) (Large and Midcap Fund - An open ended equity scheme investing in both large cap and mid cap stocks)	Long term capital appreciation     Investment predominantly in equity and equity related instruments of large and midcap stocks	Low High Investors understand that their principal will be at Very High risk

<sup>\*</sup>Investors should consult their financial advisers if in doubt about whether the product is suitable for them.

## **Motilal Oswal Liquid Fund**

#### This product is suitable for investors who are seeking\*

- ·Regular income over short term
- Investment in money market securities



Investors understand that their principal will be at Low to Modetately risk

\* Investors should consult their financial advisors if in doubt about whether the product is suitable for them.



## **BUY RIGHT SITTIGHT**

#### **Motilal Oswal Ultra Short Term Fund**

#### This product is suitable for investors who are seeking

- > Optimal returns consistent with moderate levels of risk
- Investment in debt securities and money market securities with average maturity less than equal to 12months



\*Investors should consult their financial advisers if in doubt about whether the product is suitable for them.

#### **Motilal Oswal 5 Year G-Sec ETF**

This product is suitable for investors who are seeking\*

Return that corresponds generally to the performance of the Nifty 5 yr Benchmark G – Sec Index, subject to tracking error.

Investment in securities of Nifty 5 yr BenchmarkG-Sec Index





## Thank You!

